

Statewide Standard Offer Program Information through October 31, 2022

<i>Residential</i>												
	<u>Aug-13</u>	<u>Sep-13</u>	<u>Oct-13</u>	<u>Nov-13</u>	<u>Dec-13</u>	<u>Jan-14</u>	<u>Feb-14</u>	<u>Mar-14</u>	<u>Apr-14</u>	<u>May-14</u>	<u>Jun-14</u>	<u>Jul-14</u>
# Referrals ¹	25,015	19,065	21,469	17,838	16,225	14,909	13,838	14,943	14,939	18,932	18,936	20,630
# Enrollments ²	20,146	21,543	22,661	20,552	16,819	16,123	14,435	15,232	17,764	18,243	20,832	24,280
	<u>Aug-14</u>	<u>Sep-14</u>	<u>Oct-14</u>	<u>Nov-14</u>	<u>Dec-14</u>	<u>Jan-15</u>	<u>Feb-15</u>	<u>Mar-15</u>	<u>Apr-15</u>	<u>May-15</u>	<u>Jun-15</u>	<u>Jul-15</u>
# Referrals	20,450	16,991	14,595	13,144	5,916	5,764	5,002	8,101	7,891	8,011	16,297	19,523
# Enrollments	28,777	18,282	26,605	19,939	12,057	11,269	9,886	12,005	10,883	12,531	19,738	24,431
	<u>Aug-15</u>	<u>Sep-15</u>	<u>Oct-15</u>	<u>Nov-15</u>	<u>Dec-15</u>	<u>Jan-16</u>	<u>Feb-16</u>	<u>Mar-16</u>	<u>Apr-16</u>	<u>May-16</u>	<u>Jun-16</u>	<u>Jul-16</u>
# Referrals	19,338	14,074	14,550	11,569	13,016	10,783	11,479	11,489	11,481	12,670	15,235	14,583
# Enrollments	27,041	20,123	21,463	17,414	18,085	15,225	15,736	18,227	16,126	19,492	22,768	21,796
	<u>Aug-16</u>	<u>Sep-16</u>	<u>Oct-16</u>	<u>Nov-16</u>	<u>Dec-16</u>	<u>Jan-17</u>	<u>Feb-17</u>	<u>Mar-17</u>	<u>Apr-17</u>	<u>May-17</u>	<u>Jun-17</u>	<u>Jul-17</u>
# Referrals	17,728	14,429	13,524	12,323	11,772	11,108	9,269	10,395	7,635	15,991	6,862	5,070
# Enrollments	25,528	17,728	18,202	16,167	15,549	13,879	12,858	14,651	10,776	14,854	11,118	6,022
	<u>Aug-17</u>	<u>Sep-17</u>	<u>Oct-17</u>	<u>Nov-17</u>	<u>Dec-17</u>	<u>Jan-18</u>	<u>Feb-18</u>	<u>Mar-18</u>	<u>Apr-18</u>	<u>May-18</u>	<u>Jun-18</u>	<u>Jul-18</u>
# Referrals	5,711	4,858	5,073	3,824	9,603	6,873	5,734	4,708	5,337	5,739	5,897	5,627
# Enrollments	7,019	5,454	5,842	3,998	8,305	8,093	6,421	5,676	5,841	6,105	5,831	5,619
	<u>Aug-18</u>	<u>Sep-18</u>	<u>Oct-18</u>	<u>Nov-18</u>	<u>Dec-18</u>	<u>Jan-19</u>	<u>Feb-19</u>	<u>Mar-19</u>	<u>Apr-19</u>	<u>May-19</u>	<u>Jun-19</u>	<u>Jul-19</u>
# Referrals	5769	4846	5952	5935	10126	9260	6358	6357	6564	8313	6119	5,996
# Enrollments	5155	4033	5510	4370	8116	6523	2264	4177	6230	6923	5870	6,494
	<u>Aug-19</u>	<u>Sep-19</u>	<u>Oct-19</u>	<u>Nov-19</u>	<u>Dec-19</u>	<u>Jan-20</u>	<u>Feb-20</u>	<u>Mar-20</u>	<u>Apr-20</u>	<u>May-20</u>	<u>Jun-20</u>	<u>Jul-20</u>
# Referrals	5868	4766	5376	4908	5502	5418	5288	5288	4714	4417	6450	5,876
# Enrollments	6053	5047	5269	5075	5386	5842	5613	5961	4608	4615	5602	6,367
	<u>Aug-20</u>	<u>Sep-20</u>	<u>Oct-20</u>	<u>Nov-20</u>	<u>Dec-20</u>	<u>Jan-21</u>	<u>Feb-21</u>	<u>Mar-21</u>	<u>Apr-21</u>	<u>May-21</u>	<u>Jun-21</u>	<u>Jul-21</u>
# Referrals	5727	5352	4467	3976	3555	4366	4033	4611	4313	4588	4512	4,584
# Enrollments	5733	3172	4046	4047	4286	3659	4357	4262	4022	3714	4557	4,378
	<u>Aug-21</u>	<u>Sep-21</u>	<u>Oct-21</u>	<u>Nov-21</u>	<u>Dec-21</u>	<u>Jan-22</u>	<u>Feb-22</u>	<u>Mar-22</u>	<u>Apr-22</u>	<u>May-22</u>	<u>Jun-22</u>	<u>Jul-22</u>
# Referrals	5640	5732	6111	17493	7122	7571	5675	5411	4375	73602	1774	1,999
# Enrollments	5498	5117	6202	11255	14873	6927	6755	6067	4538	71913	2211	3,148
	<u>Aug-22</u>	<u>Sep-22</u>	<u>Oct-22</u>	<u>Nov-22</u>	<u>Dec-22</u>	<u>Jan-23</u>	<u>Feb-23</u>	<u>Mar-23</u>	<u>Apr-23</u>	<u>May-23</u>	<u>Jun-23</u>	<u>Total</u>
# Referrals	3235	0	0									1,069,071
# Enrollments	3507	675	5									1,250,092
<i>Small Commercial</i>												
	<u>Aug-13</u>	<u>Sep-13</u>	<u>Oct-13</u>	<u>Nov-13</u>	<u>Dec-13</u>	<u>Jan-14</u>	<u>Feb-14</u>	<u>Mar-14</u>	<u>Apr-14</u>	<u>May-14</u>	<u>Jun-14</u>	<u>Jul-14</u>
# Referrals ¹	364	225	241	199	339	313	267	332	408	412	421	471
# Enrollments ²	340	415	497	583	420	541	523	798	867	730	680	788
	<u>Aug-14</u>	<u>Sep-14</u>	<u>Oct-14</u>	<u>Nov-14</u>	<u>Dec-14</u>	<u>Jan-15</u>	<u>Feb-15</u>	<u>Mar-15</u>	<u>Apr-15</u>	<u>May-15</u>	<u>Jun-15</u>	<u>Jul-15</u>
# Referrals	401	290	207	250	218	230	176	220	203	132	340	318
# Enrollments	731	667	1,105	779	532	575	627	544	474	455	555	678
	<u>Aug-15</u>	<u>Sep-15</u>	<u>Oct-15</u>	<u>Nov-15</u>	<u>Dec-15</u>	<u>Jan-16</u>	<u>Feb-16</u>	<u>Mar-16</u>	<u>Apr-16</u>	<u>May-16</u>	<u>Jun-16</u>	<u>Jul-16</u>
# Referrals	288	294	311	240	402	338	348	335	256	217	335	328
# Enrollments	666	562	574	549	608	701	692	787	466	485	618	751
	<u>Aug-16</u>	<u>Sep-16</u>	<u>Oct-16</u>	<u>Nov-16</u>	<u>Dec-16</u>	<u>Jan-17</u>	<u>Feb-17</u>	<u>Mar-17</u>	<u>Apr-17</u>	<u>May-17</u>	<u>Jun-17</u>	<u>Jul-17</u>
# Referrals	390	385	400	400	393	404	229	275	227	539	288	229
# Enrollments	824	569	706	637	665	473	459	351	239	325	488	271
	<u>Aug-17</u>	<u>Sep-17</u>	<u>Oct-17</u>	<u>Nov-17</u>	<u>Dec-17</u>	<u>Jan-18</u>	<u>Feb-18</u>	<u>Mar-18</u>	<u>Apr-18</u>	<u>May-18</u>	<u>Jun-18</u>	<u>Jul-18</u>
# Referrals	242	214	281	287	409	335	270	196	256	185	448	282
# Enrollments	285	215	243	242	263	271	514	269	232	251	334	272
	<u>Aug-18</u>	<u>Sep-18</u>	<u>Oct-18</u>	<u>Nov-18</u>	<u>Dec-18</u>	<u>Jan-19</u>	<u>Feb-19</u>	<u>Mar-19</u>	<u>Apr-19</u>	<u>May-19</u>	<u>Jun-19</u>	<u>Jul-19</u>
# Referrals	313	244	381	495	438	513	376	350	280	188	462	319
# Enrollments	213	210	289	304	348	330	67	179	267	183	351	361
	<u>Aug-19</u>	<u>Sep-19</u>	<u>Oct-19</u>	<u>Nov-19</u>	<u>Dec-19</u>	<u>Jan-20</u>	<u>Feb-20</u>	<u>Mar-20</u>	<u>Apr-20</u>	<u>May-20</u>	<u>Jun-20</u>	<u>Jul-20</u>
# Referrals	291	245	349	303	327	326	269	254	222	176	442	205
# Enrollments	304	235	268	308	235	404	289	218	195	163	416	204
	<u>Aug-20</u>	<u>Sep-20</u>	<u>Oct-20</u>	<u>Nov-20</u>	<u>Dec-20</u>	<u>Jan-21</u>	<u>Feb-21</u>	<u>Mar-21</u>	<u>Apr-21</u>	<u>May-21</u>	<u>Jun-21</u>	<u>Jul-21</u>
# Referrals	200	44	180	243	244	286	232	270	219	306	248	164
# Enrollments	184	47	154	192	216	253	232	166	314	218	235	203
	<u>Aug-21</u>	<u>Sep-21</u>	<u>Oct-21</u>	<u>Nov-21</u>	<u>Dec-21</u>	<u>Jan-22</u>	<u>Feb-22</u>	<u>Mar-22</u>	<u>Apr-22</u>	<u>May-22</u>	<u>Jun-22</u>	<u>Jul-22</u>
# Referrals	233	256	261	1,104	359	376	307	292	260	4,751	27	3
# Enrollments	223	245	224	623	862	305	335	326	253	4,529	17	18
	<u>Aug-22</u>	<u>Sep-22</u>	<u>Oct-22</u>	<u>Nov-22</u>	<u>Dec-22</u>	<u>Jan-23</u>	<u>Feb-23</u>	<u>Mar-23</u>	<u>Apr-23</u>	<u>May-23</u>	<u>Jun-23</u>	<u>Total</u>
# Referrals	70	0	0									36,936
# Enrollments	242	13	2									48,733

¹ The referral counts for both rate classes do not include numbers from PECO as PECO does not track, by rate class, the number of calls from its CSRs to Allconnect's CSRs.

² PECO's enrollments are included in this data.

* "AllConnect Referrals to EGS – Accepted" differs from "DLC Enrollments" due to several factors, including (1) difference in date of AllConnect referral date and EGS enrollment; and (2) EGSs do not enroll all referred customers"

**DLC had no SOP providers beginning June 2022; these residential enrollments were from May, but were not entered by suppliers until June.

Residential Standard Offer Rate (\$/kWh)	\$0.0596	\$0.0592	\$0.0592	\$0.0592	\$0.0598	\$0.0598	\$0.0598	\$0.0583	\$0.05828	\$0.0595	\$0.0595	\$0.0595
Small Comm. Standard Offer Rate (\$/kWh)	\$0.0546	\$0.0583	\$0.0583	\$0.0583	\$0.0608	\$0.0608	\$0.0608	\$0.0537	\$0.05370	\$0.0541	\$0.0541	\$0.0541
	<u>Aug-21</u>	<u>Sep-21</u>	<u>Oct-21</u>	<u>Nov-21</u>	<u>Dec-21</u>	<u>Jan-22</u>	<u>Feb-22</u>	<u>Mar-22</u>	<u>Apr-22</u>	<u>May-22</u>	<u>Jun-22</u>	<u>Jul-22</u>
Total Calls Received by Kandela ¹	1,102	1,036	917	2,611	1,335	1,040	1175	1,067	669	1,398	1,491	0
# Residential Enrollments	492	457	453	1,146	675	546	481	434	282	673	568	0
# Small Comm. Enrollments	11	20	13	32	20	26	11	16	18	20	6	0
# Residential Web Enrollments ²						2	47	71	39	694	550	0
# Small Comm. Web Enrollments						0	0	4	7	4	7	0
# EGSs ³	13	11	11	8	4	4	4	3	3	1	1	0
# EGSs Serving Residential	11	9	9	6	2	2	2	2	2	0	0	0
# EGSs Serving Small Comm.	0	0	0	0	0	0	0	0	0	0	0	0
#EGSs Service Both Res & Small Comm.	2	2	2	2	2	2	2	1	1	1	1	0
Residential Standard Offer Rate (\$/kWh)	\$0.0595	\$0.0614	\$0.0614	\$0.0614	\$0.0653	\$0.0653	\$0.0653	\$0.0657	\$0.0657	\$0.0657	\$0.07102	\$0.07102
Small Comm. Standard Offer Rate (\$/kWh)	\$0.0541	\$0.0535	\$0.0535	\$0.0535	\$0.0578	\$0.0578	\$0.0578	\$0.0634	\$0.0634	\$0.0634	\$0.07160	\$0.07160
	<u>Aug-22</u>	<u>Sep-22</u>	<u>Oct-22</u>	<u>Nov-22</u>	<u>Dec-22</u>	<u>Jan-23</u>	<u>Feb-22</u>	<u>Mar-22</u>	<u>Apr-22</u>	<u>May-22</u>	<u>Jun-22</u>	<u>Total</u>
Total Calls Received by Kandela ¹	0	0	0									444,550
# Residential Enrollments	0	0	0									261,385
# Small Comm. Enrollments	0	0	0									15,759
# Residential Web Enrollments ²	0	0	0									4,224
# Small Comm. Web Enrollments	0	0	0									41
# EGSs ³	0	0	0									
# EGSs Serving Residential	0	0	0									
# EGSs Serving Small Comm.	0	0	0									
#EGSs Service Both Res & Small Comm.	0	0	0									
Residential Standard Offer Rate (\$/kWh)	\$0.07102											
Small Comm. Standard Offer Rate (\$/kWh)	\$0.07160											

¹ PECO does not track, by rate class, the calls transferred from its CSRs to Allconnect's CSRs ("referrals").

² As of April 2015, PECO no longer offers a web function for enrollment in the SOP. The "Enrollments" listed above are customers that were referred and agreed to be in the Standard Offer Program.

³ Until March 15, 2015, in order to participate in PECO's SOP, an EGS must agree to serve both Res. and Small Comm. Effective beginning 3/15/15, EGSs were given the ability to serve either Res. or Small Comm. or both.

August 2019: PECO changed vendors for the PSEC Referral Process. The effective start date for Kandela was 8/12/19 and the effective end date for Allconnect was 8/15/19.